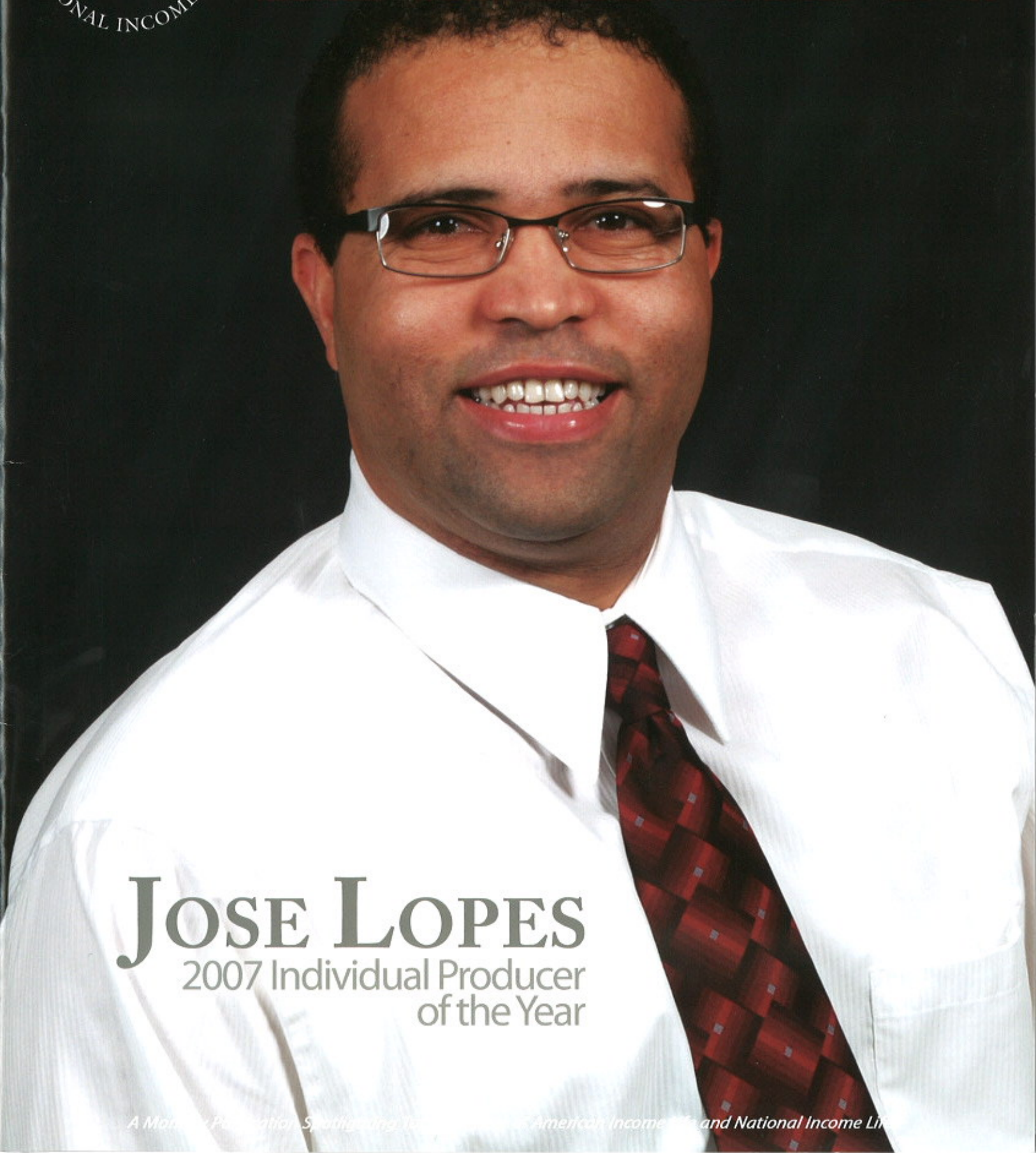




# SPOTLIGHT

FEBRUARY 2008 AMERICAN INCOME LIFE & NATIONAL INCOME LIFE VOL.41 NO.2



**JOSE LOPES**  
2007 Individual Producer  
of the Year

*A Monthly Publication Spotlighting Top Producers of American Income Life and National Income Life*



**ROGER SMITH**

PRESIDENT & CEO  
AMERICAN INCOME LIFE & NATIONAL INCOME LIFE

**WHAT IT TAKES**

I have mentioned in previous issues of Spotlight how much I look forward to announcing the year-to-date winners. This is the time where everyone in the Company, not just the Convention attendees, gets to congratulate the best of the best. There's a certain satisfaction in achieving this highest honor among your peers — a rush that is like no other.

Hopefully you are all familiar with the rush of which I am speaking. Be it in sports, academic standings, business rankings, or any other competition, we all feel the same thrill when we end up victorious. Yes, part of it is the glory of coming out on top, but I believe it mostly stems from the knowledge of all our hard work being worth it.

No one is a better authority on winning than Vince Lombardi. After all, there is a reason the most prestigious award in sports is named in his honor. One of his quotes that always stuck with me is, "Let me tell you what winning means...you're willing to go longer, work harder, give more than anyone else." People can joke about the blood, sweat, and tears that go into victory, but the truth remains: only when you give it your all can you be a winner. It is why this rush is such an intense feeling, why we sometimes see Olympic champions crying as they accept the gold medal.

The people listed on the 2007 Year to Date Winners, President's Club, and Convention Qualifiers pages are prime examples of just what it takes to be victorious. Everybody on these lists gave 100% of themselves and then some to be where they are, especially when faced with the stiff competition their peers provided.

Bernard Rapoport has said repeatedly that AIL/NILICO possesses "the World's Greatest Sales Force," and you all prove him right time and time again. So to come out on top among the world's best takes that determination and willingness Lombardi spoke of.

As you look over the names of 2007's winners, keep your own end-of-the-year numbers in mind. Is there an area of your performance where maybe you did not give 100%? What more can you do in 2008 to guarantee your name is listed in this special issue next year?

If you see names listed you recognize, be sure to give them the congratulations they rightfully deserve. As you can tell, it's not easy being the best of the best.



**American Income Life Insurance Company** has been meeting union families' needs for over half a century. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

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**SGA CAREER TRACK**

**New Markets Opening & Expanding**

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

**TOTAL BONUSES PAID OUT**

This month AIL and NILICO paid a total of \$1,210,827.56 in bonuses. For more information on the monthly bonuses, turn to Page 18.

**REQUIRED RETENTION RATE**

**Effective Jan. 1, 2008**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for *Spotlight* recognition only. Net to Gross is used only during the Producer's first eight months.

<b>Retention:</b>	<b>68%</b>
<b>Net to Gross:</b>	<b>78%</b>

**DATES TO REMEMBER**

**Friday, Mar. 21, 2008**  
The Home Office will be closed for the Good Friday holiday.

**Thursday, Mar. 27, 2008**  
All business and PR credits must be at the Home Office to count for March production.

**CONGRATULATIONS**

**Mark Beckford**, a GA with the Eric Giglione Agency, achieved \$100,000 of 13-month in force premium.

**David Faraway**, an MGA with the Altig-Orlovic Agency, achieved \$100,000 of 13-month in force premium.

**FEEDBACK**

Do you have a suggestion or change you would like to see in *Spotlight*? Maybe a topic you think the field would benefit from seeing discussed in a future issue? Let us know! Send your comments and feedback to [dyannazzo@aillife.com](mailto:dyannazzo@aillife.com).

**FUN**  Look for hidden in this issue!

**FOUNDER'S CLUB OUTSTANDING PRODUCERS**  
January 2008

AGENT	SGA	TIMES QUALIFIED	TOTAL NET ALP	N/G *	RETENTION
Max Quasem	Cohen-Cohen	12	\$77,186		84.5
Robert Ulreich	Jatoft-Foti	8	\$61,306		88.6

\*Percentage of Net to Gross

**LOOK FOR THE ASTERISK**

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2009 Awards Presentation, are: the top SGA from each category, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2009 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). Check your production! If there is an asterisk by your position, you could be on your way to the Beverly Hilton in Los Angeles! The convention will be held May 14-17, 2009.

# INDIVIDUAL PRODUCERS



1. STEVEN STENSRUD  
Calgary, AB



2. KEVIN ISHIKANE  
Honolulu, HI



3. KENT ZADKO  
Edmonton, AB



4. FREIDA YAKUBOV  
Ft. Lauderdale, FL



5. AMY BUSKAS  
Calgary, AB



6. DAVID FARRAWAY  
Edmonton, AB



7. ANTHONY MUTTER  
Boise, ID



8. TODD ENGELSON  
Glen Ellyn, IL



9. JAMISON WEATHERSPOON  
Cleveland, OH



10. BENJAMIN EGGEN  
Calgary, AB

## JANUARY PRODUCTION

Name	Net ALP	NG	Rtn	MGA	SGA
1. Steven Stensrud	\$37,340		79.6	Steven Stensrud	Altig-Orlovic
2. Kevin Ishikane	33,596		75.4	Daven Hermosura	Altig-Orlovic
3. Kent Zadko	30,394	88		Shaun McDonald	Altig-Orlovic
4. Freida Yakubov	25,895		88.6	Elaina Bosco	Tom Williams
5. Amy Buskas	24,885		70.4	Lee Jeffers	Altig-Orlovic
6. David Farraway	23,580		72.7	David Farraway	Altig-Orlovic
7. Anthony Mutter	22,690		70.6	Anthony Mutter	Altig-Orlovic
8. Todd Engelson	21,768		76.3	Todd Engelson	Alt-Orl-Ven.
9. Jamison Weatherspoon	20,343	96		Nicholas Zangardi	Surace-Smith
10. Benjamin Eggen	19,927		73.9	Benjamin Eggen	Altig-Orlovic
11. Michael Mandella	19,431		82.9	Michael Mandella	Altig-Orlovic
12. Zhenjiang Lu	19,272	95		Brian Allt	Imran Satti
13. Roghie Hassanloo	18,864		89.3	Byron Paz	Josh Chalom
14. William Walter	18,807	95		Joseph Moore	Matt Henderson
15. Max Quasem	18,727		84.5		Cohen-Cohen
16. Luis Besteiro	18,571	96		Edward Hanna	Tom Williams
17. Jorell Washington	18,503	78		Brian Schreiter	Robert Harris
18. Dianne Faligowski	18,356		68.7	Dianne Faligowski	Altig-Orlovic
19. Herivelto Pereira	17,911		84.3	Curt Snow	Jatoft-Foti
20. Tami Dixon	17,752	97		Rajiv Pankhania	Matt Henderson

>> ALL TIME RECORD \$62,536 NET ALP ZACHARY HART <<

## YTD PRODUCTION

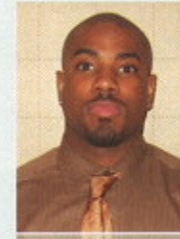
Name	Net ALP	NG	Rtn	MGA	SGA
*1. Steven Stensrud	\$37,340		79.6	Steven Stensrud	Altig-Orlovic
*2. Kevin Ishikane	33,596		75.4	Daven Hermosura	Altig-Orlovic
*3. Kent Zadko	30,394	88		Shaun McDonald	Altig-Orlovic
*4. Freida Yakubov	25,895		88.6	Elaina Bosco	Tom Williams
*5. Amy Buskas	24,885		70.4	Lee Jeffers	Altig-Orlovic
*6. David Farraway	23,580		72.7	David Farraway	Altig-Orlovic
*7. Anthony Mutter	22,690		70.6	Anthony Mutter	Altig-Orlovic
*8. Todd Engelson	21,768		76.3	Todd Engelson	Alt-Orl-Ven.
*9. Jamison Weatherspoon	20,343	96		Nicholas Zangardi	Surace-Smith
*10. Benjamin Eggen	19,927		73.9	Benjamin Eggen	Altig-Orlovic
11. Michael Mandella	19,431		82.9	Michael Mandella	Altig-Orlovic
12. Zhenjiang Lu	19,272	95		Brian Allt	Imran Satti
13. Roghie Hassanloo	18,864		89.3	Byron Paz	Josh Chalom
14. William Walter	18,807	95		Joseph Moore	Matt Henderson
15. Max Quasem	18,727		84.5		Cohen-Cohen
16. Luis Besteiro	18,571	96		Edward Hanna	Tom Williams
17. Jorell Washington	18,503	78		Brian Schreiter	Robert Harris
18. Dianne Faligowski	18,356		68.7	Dianne Faligowski	Altig-Orlovic
19. Herivelto Pereira	17,911		84.3	Curt Snow	Jatoft-Foti
20. Tami Dixon	17,752	97		Rajiv Pankhania	Matt Henderson

>> ALL TIME RECORD \$278,449 NET ALP ZACHARY HART <<

# SUPERVISING AGENTS



1. YVONNE BROWN  
Auckland, NZ



2. JAMES CUNNINGHAM  
Cleveland, OH



3. MICHAEL GARRETT  
Halifax, NS

## JANUARY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
1. Yvonne Brown	\$31,882	\$32,665	97		Stephen Hill	Steve Friedlander
2. James Cunningham	30,570	39,072	91		Nicholas Zangardi	Surace-Smith
3. Michael Garrett	23,576	22,847	88		Harjeet Rana	Imran Satti
4. Jay Meyer	18,990	27,142		86.3	Brett Gryska	Durhon Oldham
5. Alexey Kalinin	18,572	26,288	90		Edward Hanna	Tom Williams

>> ALL TIME RECORD \$81,207 NET ALP LORENZO LAMEKO <<

## YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
*1. Yvonne Brown	\$31,882	\$32,665	97		Stephen Hill	Steve Friedlander
2. James Cunningham	30,570	39,072	91		Nicholas Zangardi	Surace-Smith
3. Michael Garrett	23,576	22,847	88		Harjeet Rana	Imran Satti
4. Jay Meyer	18,990	27,142		86.3	Brett Gryska	Durhon Oldham
5. Alexey Kalinin	18,572	26,288	90		Edward Hanna	Tom Williams

>> ALL TIME RECORD \$443,893 NET ALP MARY ANN GAELIC <<

# GENERAL AGENTS



1. ALEX GRAKHOV  
Cleveland, OH



2. RENCEL JONES  
Raleigh, NC



3. MICHAEL MCINTOSH  
Halifax, NS

## JANUARY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
1. Alex Grakhov	\$53,654	\$56,298	84		Nicholas Zangardi	Surace-Smith
2. Rencel Jones	35,208	42,431	91		Jeremy Welch	Slav Bitman
3. Michael McIntosh	32,883	37,293	89		Harjeet Rana	Imran Satti
4. Michael van Delft	27,702	27,681		81.6	Brian Allt	Imran Satti
5. Jackie Alston	26,236	30,874	92			Joseph Diecedue
6. Josh Killian	26,231	34,761	95		Brett Gryska	Durhon Oldham
7. James Aalders	23,576	23,319	90		Harjeet Rana	Imran Satti
8. Brock Adams	22,758	32,596	92			Eric Neal
9. Michael Dupree	20,747	25,229		69.2		Furer-Whittinghill
10. David Ramirez	20,411	29,311	88		Cheryl Foti	Jatoft-Foti

>> ALL TIME RECORD \$208,728 NET ALP TAINA LAMEKO <<

## YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
*1. Alex Grakhov	\$53,654	\$56,298	84		Nicholas Zangardi	Surace-Smith
*2. Rencel Jones	35,208	42,431	91		Jeremy Welch	Slav Bitman
*3. Michael McIntosh	32,883	37,293	89		Harjeet Rana	Imran Satti
*4. Michael van Delft	27,702	27,681		81.6	Brian Allt	Imran Satti
*5. Jackie Alston	26,236	30,874	92			Joseph Diecedue
6. Josh Killian	26,231	34,761	95		Brett Gryska	Durhon Oldham
7. James Aalders	23,576	23,319	90		Harjeet Rana	Imran Satti
8. Brock Adams	22,758	32,596	92			Eric Neal
9. Michael Dupree	20,747	25,229		69.2		Furer-Whittinghill
10. David Ramirez	20,411	29,311	88		Cheryl Foti	Jatoft-Foti

>> ALL TIME RECORD \$1,522,976 NET ALP TAINA LAMEKO <<



4. MICHAEL VAN DELFT  
Halifax, NS



5. JACKIE ALSTON  
Maumelle, AR

## MASTER GENERAL AGENTS



1. LORENZO LAMEKO  
Auckland, NZ



2. BRETT GRYSKA  
Rochester, NY



3. JIM BIANCHI  
Rochester, NY



4. HARJEET RANA  
Halifax, NS



5. STEPHEN HILL  
Auckland, NZ

## REGIONAL GENERAL AGENTS



1. JIM BIANCHI  
Rochester, NY



2. HARJEET RANA  
Halifax, NS



3. SIMON ARIAS  
Cleveland, OH

### JANUARY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
1. Lorenzo Lameko	\$158,257	\$171,807	99		Steve Friedlander
2. Brett Gryska	85,768	135,153		69.2	Durhon Oldham
3. Jim Bianchi	76,129	185,278		68.6	Durhon Oldham
4. Harjeet Rana	68,211	70,435		71.2	Imran Satti
5. Stephen Hill	59,483	56,313	92		Steve Friedlander
6. Nicholas Zangardi	53,654	62,241		68.2	Surace-Smith
7. Brian Allt	52,041	52,796		77.1	Imran Satti
8. Joseph Moore	48,325	48,619	93		Matt Henderson
9. Cheryl Foti	44,068	84,805		68.5	Jatoft-Foti
10. Jeffery Thiel	37,157	32,384	98		Surace-Smith
>> ALL TIME RECORD		\$364,595 NET ALP			JEFF RIBMAN <<

### YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
*1. Lorenzo Lameko	\$158,257	\$171,807	99		Steve Friedlander
*2. Brett Gryska	85,768	135,153		69.2	Durhon Oldham
*3. Jim Bianchi	76,129	185,278		68.6	Durhon Oldham
*4. Harjeet Rana	68,211	70,435		71.2	Imran Satti
*5. Stephen Hill	59,483	56,313	92		Steve Friedlander
6. Nicholas Zangardi	53,654	62,241		68.2	Surace-Smith
7. Brian Allt	52,041	52,796		77.1	Imran Satti
8. Joseph Moore	48,325	48,619	93		Matt Henderson
9. Cheryl Foti	44,068	84,805		68.5	Jatoft-Foti
10. Jeffery Thiel	37,157	32,384	98		Surace-Smith
>> ALL TIME RECORD		\$2,168,283 NET ALP			PAUL RUMBUK <<

### JANUARY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
1. Jim Bianchi	\$162,208	\$370,624		72.3	Durhon Oldham
2. Harjeet Rana	127,761	137,594		69.2	Imran Satti
3. Simon Arias	117,428	175,870		68.4	Surace-Smith
4. Joseph Moore	69,986	75,290	86		Matt Henderson
5. Eric LaBossiere	64,004	214,573		77.3	Altig-Orlovic
>> ALL TIME RECORD		\$470,822 NET ALP			JIM BIANCHI <<

### YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
*1. Jim Bianchi	\$162,208	\$370,624		72.3	Durhon Oldham
*2. Harjeet Rana	127,761	137,594		69.2	Imran Satti
3. Simon Arias	117,428	175,870		68.4	Surace-Smith
4. Joseph Moore	69,986	75,290	86		Matt Henderson
5. Eric LaBossiere	64,004	214,573		77.3	Altig-Orlovic
>> ALL TIME RECORD		\$4,570,094 NET ALP			JIM BIANCHI <<

## STATE GENERAL AGENTS



JIM SURACE  
Category I



MARCUS SMITH  
Category I



STEVE FRIEDLANDER  
Category II



IMRAN SATTI  
Category III



MATT HENDERSON  
Category IV



SCOTT SONNENBERG  
Category VII



ROBERT HARRIS  
Category VIII



GARY BLEIER  
Category IX

### JANUARY PRODUCTION

Category	Name	NG	Rtn	1st Six Mo Agt	Standard	% of Std	Net ALP
Category I	Surace-Smith		70.0	\$274,900	\$221,000	124	\$500,353
Category II	Steve Friedlander		69.4	173,983	112,500	155	200,516
Category III	Imran Satti		69.6	127,762	89,000	144	141,121
	Chris Hernandez		72.4	91,742	88,800	103	170,280
Category IV	Matt Henderson		68.9	126,585	78,000	162	185,246
Category VII	Scott Sonnenberg	82		55,769	47,000	119	65,214
	John Akers		68.2	48,446	43,000	113	60,914
	Eddie Dhillon		71.2	38,197	34,500	111	75,671
Category VIII	Robert Harris	79		33,890	32,500	104	32,223
Category IX	Gary Bleier		73.6	23,922	24,000	100	48,383

### YTD PRODUCTION

Category	Name	NG	Rtn	1st Six Mo Agt	Standard	% of Std	Net ALP
Category I	Surace-Smith		70.0	\$274,900	\$221,000	124	\$500,353
Category II	Steve Friedlander		69.4	173,983	112,500	155	200,516
Category III	Imran Satti		69.6	127,762	89,000	144	141,121
	Chris Hernandez		72.4	91,742	88,800	103	170,280
Category IV	Matt Henderson		68.9	126,585	78,000	162	185,246
Category VII	Scott Sonnenberg	82		55,769	47,000	119	65,214
	John Akers		68.2	48,446	43,000	113	60,914
	Eddie Dhillon		71.2	38,197	34,500	111	75,671
Category VIII	Robert Harris	79		33,890	32,500	104	32,223
Category IX	Gary Bleier		73.6	23,922	24,000	100	48,383



**MALKA ARONY**  
PR Manager  
Phoenix, AZ



**ERICA DALAGER**  
Category A  
St. Paul, MN



**SUSAN GILBERT**  
Category A  
Chicago, IL



**LOU NELL BUSBY**  
Category B  
Henderson, TN



**ROBIN ANDRADE**  
Category B  
Westport, MA



**BRETT HULME**  
Category C  
Savannah, GA



**CHERYL COOK**  
Category C  
Mechanicsburg, PA

**JANUARY PRODUCTION**

Category	Name	Production	SGA
PR Manager	1. Malka Arony	6,746 Cards	HO LA/Hartman
	2. JT Tasker	4,040 Cards	Durhon Oldham
	3. Laura Mackin	2,373 Cards	HO CD (MB)
Category A	1. Erica Dalager	3,785 Cards	HO US (MN)
	2. Susan Gilbert	3,749 Cards	HO Chicago
	3. Laura Mackin	2,373 Cards	HO CD (MB)
	4. Viki Farr	2,211 Cards	Paul Rumbuc
	5. Rona Pileggi Spano	2,027 Cards	HO Chicago
Category B	1. Lou Nell Busby	2,610 Cards	HO KY
	2. Robin Andrade	2,553 Cards	HO MA
	3. Catherine Briggie	1,910 Cards	Steve Hartman
	4. Al Wall	1,799 Cards	Josh Chalom
	5. Paul Winslow	1,355 Cards	HO St. Louis
>> ALL TIME RECORD		18,960 Cards	<<
Category C	1. Brett Hulme	9 Groups	HO GA
	2. Cheryl Cook	6 Groups	HO PA
	3. Richard Case	5 Groups	Surace-Smith
	4. Tim O'Connor	5 Groups	Matt Flores
	5. Rachelle Valdez	3 Groups	HO US (UT)
>> ALL TIME RECORD		55 Groups	VIVIAN DWYER <<

**YTD PRODUCTION**

Category	Name	Production	SGA
PR Manager	*1. Malka Arony	6,746 Cards	HO LA/Hartman
	*2. JT Tasker	4,040 Cards	Durhon Oldham
	3. Laura Mackin	2,373 Cards	HO CD (MB)
Category A	*1. Erica Dalager	3,785 Cards	HO US (MN)
	*2. Susan Gilbert	3,749 Cards	HO Chicago
	3. Laura Mackin	2,373 Cards	HO CD (MB)
	4. Viki Farr	2,211 Cards	Paul Rumbuc
	5. Rona Pileggi Spano	2,027 Cards	HO Chicago
Category B	*1. Lou Nell Busby	2,610 Cards	HO KY
	*2. Robin Andrade	2,553 Cards	HO MA
	3. Catherine Briggie	1,910 Cards	Steve Hartman
	4. Al Wall	1,799 Cards	Josh Chalom
	5. Paul Winslow	1,355 Cards	HO St. Louis
>> ALL TIME RECORD		61,879 Cards	DENISE BOWYER <<
Category C	*1. Brett Hulme	9 Groups	HO GA
	*2. Cheryl Cook	6 Groups	HO PA
	3. Richard Case	5 Groups	Surace-Smith
	4. Tim O'Connor	5 Groups	Matt Flores
	5. Rachelle Valdez	3 Groups	HO US (UT)
>> ALL TIME RECORD		136 Groups	KENNETH ALTIZER <<

Public Relations Manager selection guidelines for recognition in the *Spotlight* are as follows:  
 Category A = SGA categories I and II.  
 Category B = All other SGA categories  
 Category C = Top number of group credits signed from all SGA categories.  
 Also, please note, the number of leads will be used to break a tie in Category C.



**We are pleased to introduce the 2007 members of the President's Club.** These individuals are being recognized for their outstanding performance in 2007, and we congratulate them for achieving this prestigious recognition. These elite producers had a minimum of \$110,000 and 80% retention (as a personal producer) or 28,800 lead cards or 115 TGs plus 14,400 cards for PR. Each ♦ indicates the total number of times the person has qualified.

2007 YTD

# Award Winners

## STATE GENERAL AGENTS



Jim Surace

### Category I

**Surace-Smith**

\$2,525,059 1st Six Month Agent  
\$4,528,032 Net ALP  
106% of Standard



Marcus Smith



Steve Friedlander

### Category III

**Steve Friedlander**

\$2,102,489 1st Six Month Agent  
\$2,927,787 Net ALP  
187% of Standard

### Category IV

**Imran Satti**

\$1,137,909 1st Six Month Agent  
\$2,064,382 Net ALP  
102% of Standard



Imran Satti



Rick Altig



Ilija Orlovic



Chad Deley

### Category V

**Altig-Orlovic-Deley**

\$911,269 1st Six Month Agent  
\$2,050,297 Net ALP  
110% of Standard

### Category VI

**Altig-Orlovic-Venekamp**

\$625,413 1st Six Month Agent  
\$1,101,255 Net ALP  
157% of Standard



Dustin Venekamp



Scott Sonnenberg

### Category VIII

**Scott Sonnenberg**

\$309,739 1st Six Month Agent  
\$356,838 Net ALP  
146% of Standard



Jose Lopes

## INDIVIDUAL PRODUCERS

1. Jose Lopes

The David Zophin Agency  
\$265,643 Net ALP, 76.1% Retention

Name	Net ALP
2. Benham Halali	\$243,977
3. Max Quasem	237,309
4. Bianca Zaragoza	184,020
5. Timothy Cruise	181,480
6. Helen Taylor	176,760
7. Robert Ulreich	172,545
8. Kevin Appasamy	172,281
9. Kelly McDonald	168,897
10. Yvonne Hernandez	163,461



Debbie Enstedt

## PR Manager

1. Debbie Enstedt 177,108 Cards  
The Altig-Orlovic Agency
2. Malka Arony 92,916 Cards



Lorenzo Lameko

## SUPERVISING AGENTS

**Lorenzo Lameko**

The Steve Friedlander Agency  
\$298,372 1st Six Month Agent  
\$348,003 Net ALP, 80.9% Retention



Malka Arony

## PR Category A

1. Malka Arony 32,368 Cards  
HO LA / Hartman Agency
2. Mark Gagliardi 25,746 Cards



Taina Lameko

## GENERAL AGENTS

1. Taina Lameko

The Steve Friedlander Agency  
\$1,319,496 1st Six Month Agent  
\$1,522,976 Net ALP, 68.9% Retention

Name	1st Six Mo. Agt	Net ALP
2. Stephen Hill	\$310,468	\$408,785
3. Stephen Bendure	250,959	386,291
4. Pamela Ladd	236,144	476,338
5. Michael Boyer	196,846	175,506



Robin Andrade

## PR Category B

1. Robin Andrade 20,796 Cards  
HO MA
2. Laurie Onasch 20,348 Cards



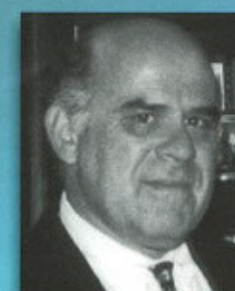
Jeff Ribman

## MASTER GENERAL AGENTS

1. Jeff Ribman

The Steve Friedlander Agency  
\$1,802,351 1st Six Month Agent  
\$2,050,057 Net ALP, 69.3% Retention

Name	1st Six Mo. Agt	Net ALP
2. Harjeet Rana	\$808,440	\$1,288,623
3. Cheryl Foti	515,265	1,080,914
4. James Bailey	479,377	660,839
5. Brian Allt	440,849	496,268



Richard Case

## PR Category C

1. Richard Case 85 Groups  
The Surace-Smith Agency
2. Kenneth Altizer 77 Groups



Jim Bianchi

## REGIONAL GENERAL AGENTS

1. Jim Bianchi

The Durhon Oldham Agency  
\$1,989,902 1st Six Month Agent  
\$4,570,094 Net ALP, 72.4% Retention

Name	1st Six Mo. Agt	Net ALP
2. Sonny Gurney	\$1,356,010	\$2,995,955



Malka Arony

## PR Most Cards Generated

1. Malka Arony 32,368 Cards  
HO LA / Hartman Agency
2. Mark Gagliardi 25,746 Cards

# Your Island Awaits

## 2008 Puerto Rico Convention Qualifiers

James Aalders  
Marinela Achim  
Herbert Adams  
Brock Adams  
Samson Adelufosi  
Alberto Alcala  
Brian Allt  
Rick Altig  
Kenneth Altizer  
Ineida Andrade  
Robin Andrade  
Kevin Appasamy  
Nestor Aramayo  
Malka Arony  
Selina Asiata  
Mary Attie  
Marino Baca  
Luis Bagundo  
James Bailey  
Anthony Balsano  
Allison Bankowski  
Daryl Barnett  
Lorena Barriere  
Mark Beckford  
Theresa Bellajaro  
Erickson Bencosme  
Stephen Bendure  
Karuna Bhatia  
Jim Bianchi  
Omar Bibi  
Alex Bluhm

Elaina Bosco  
Raphael Bouchereau  
Michael Boyer  
Brandon Braun  
Shoshannah Brenner  
Yvonne Brown  
Aaron Burke  
Amy Buskas  
Charles Byrd  
Michael Camara  
Rudi Camenzind  
Richard Carter  
Matthew Cartwright  
Richard Case  
Kathryn Chaisson  
Josh Chalom  
Mario Chavez  
Samantha Chui  
Stephano Ciamacco  
Timothy Clark  
Samuel Cohen  
Kevin Coleman  
Scott Cooksey  
Brandon Corkins  
Rory Crockford  
Darcie Crotteau  
Timothy Cruise  
Deonica Culberston  
James Cunningham  
Steven D'Andrea  
Daniel Davidson  
Talonda Davis  
Timothy Dawe  
Chad Deley

Miranda Dellinger  
Heidi Demont  
Jacqueline deVooght  
Djenabou Diallo  
Barry Dillah  
Maria Diringer  
Brenda DiSomma  
Darrell Dorey  
Robert Drake  
Dustin Dunbar  
Robert Dunn  
Mitchell Duplantis  
Michael Dupree  
Patrick Duray  
Christine Durrer  
Vivian Dwyer  
Nina Edmonds  
Bradley Ellison  
Candace Engelson  
Debbie Enstedt  
Maria Esposito  
Eleni Evalu  
Ross Ewen  
Wayne Fader  
Bert Feldman  
Gabriel Feldmann  
Scott Fenton  
Brian Fernandez  
Brenda Ferreira  
Cheryl Foti  
Ronald Friedlander  
Steve Friedlander  
Mark Gagliardi  
David Garbarskiy

Vanessa Garcia  
Michael Garrett  
Aaron Gebke  
Robert Gerdes  
Henry Getty  
Allan Gilbert  
Alex Gonzales  
Hank Gordon  
William Gordon  
Brock Graff  
Alex Grakhov  
James Green  
Kenneth Greer  
Brett Gryska  
Sonny Gurney  
David Guzman  
Tracy Haden  
Alvin Hagens  
Benham Halali  
Sean Hall  
Robert Hamilton  
Demetrius Harris  
I-Perfection Harris  
Jerry Hartnett  
Omar Hashimi  
Roghie Hassanloo  
Filipo Havili  
Lute Havili  
Sosaia Havili  
Rob Hay  
Willie Hayden  
Gregory Hayman  
Matt Henderson  
Chris Hernandez

Yvonne Hernandez  
Norman Hightower  
Charles Hill  
Stephen Hill  
Brett Hulme  
Charles Hutchins  
Brian Innes  
Kevin Ishikane  
Crystal Jackson  
David Jackson  
Danielle Jankowski  
Renee Jeffries  
Frank Jendusa  
Corby Jespersion  
Lovely Johnson  
Daniel Jones  
Adam Kahn  
Bradley Kampmeier  
Yevgeniy Kashkin  
John Keliher  
Lorie Keller  
Daniel Kelly  
Joey Kennedy  
Steven King  
Rebecca Klebsch  
Dustin Klingebiel  
Terry Knudson  
Kyle Kollhoff  
Kasali Kotun  
Garret Kun  
Albert Kunsman  
Adam Lachat  
Pamela Ladd  
Lita Lameko

Lorenzo Lameko  
Taina Lameko  
Veronica Lara  
Michael Laramie  
Shaelagh Legus  
Peter LilaLilomaiaava  
Jose Lopes  
Kathleen Loughran  
Larry Lozano  
Robert Lynam  
Pejman Madarshahian  
Ramin Maghsoud  
Larry Malitz  
Patricio Mamaclay  
Benjamin Mancillas  
Richard Manua  
Jerry Marion  
Ronald Marx  
Timothy Matteson  
James May  
Melissa McCall  
Kelly McDonald  
Shaun McDonald  
Dawn McElwain  
Michael McIntosh  
Eli McKenzie  
Benjamin McLean  
Gregory McMeckan  
Karen McQuoid  
Anthony Mele  
Matthew Melhorn  
Roger Melton  
Jay Meyer  
Jennifer Mitchell  
Jared Mlinarich  
Travis Moody  
Erin Moyer  
Gregory Myers  
Fialelei Naititi  
Chad Neff  
Amanda Niss  
Timothy Nolan  
George Noujaim  
Jason Ocean  
Dorian Oldham  
Ed Olfert  
Laurie Onasch  
Angeles Ordas  
Ilija Orlovic  
Ashlynn Orng  
Aisake Otukolo  
Andrew Ouellette

Theodore Pappas  
Patrick Parisi  
Byron Paz  
Herivelto Pereira  
Sita Pereira  
Michael Perkins  
Daniel Phares  
Naera Pomare  
David Popowitz  
Daniel Potilechio  
Toby Potter  
Dwayne Powell  
Philip Prata  
Juliya Purington  
Max Quasem  
David Ramirez  
Harjeet Rana  
Crystal Reeves  
Scott Remmey  
Jeff Ribman  
Raymond Risucci  
Patrick Robitaille  
Cynthia Romero  
Alan Rosen  
Marc Rosen  
Paul Rumbuc  
Atta Saleh  
Paramjit Sangha  
Gabriel Santos  
Joaquin Santos  
Rickie Sasser  
Imran Satti  
Norma Sauls  
James Schneider  
Marvin Schoenherr  
Tammy Schroeder  
Tim Schroeder  
Amir Sedaghat  
Robert Seeber  
Athar Sheikh  
Shaun Sideris  
Reynaldo Singson

Betty Slaughter  
Kevin Smith  
Marcus Smith  
Beth Snow  
Ruben Soberanes  
Natalie Soboleva  
David Solomonov  
Scott Sonnenberg  
Randolph Souliers  
Rona Pileggi Spano  
Richard Sprigg  
Greg Stewart  
Barbara Stillwell  
Brenda Stipanovich  
Karen Stockwell  
Maijargal Sukhbaatar  
James Surace  
JT Tasker  
Helen Taylor  
Jason Taylor  
Moswen Taylor  
Jimmy Tchen  
Randy Teyssier  
Jeffery Thiel  
David Thomas  
David Thornton  
John Thornton  
Sara Thraillkille  
Brian Tittermary  
Kirk Tubbs  
Tasha Tucker  
LaTonya Tucker

Lisati Tulimanu  
Thomas Tulowiecki  
Jarrod Turner  
Tevita Uasilaa  
Robert Ulreich  
Lee van Delft  
Michael van Delft  
Benjamin VanFossen  
Thomas VanOsdol  
Dustin Venekamp  
John Wagner  
Al Wall  
Daniel Walton  
Rodney Ward  
Michael Washburn  
Robert Webb  
Bradley Weigand  
Sara Welch  
Arthur Westergren  
Ryan Whorley  
Terrence Wicks  
Jenny Williams  
Tom Williams  
Justin Wilson  
Kevin Wilson  
Paul Winslow  
Jesse Wise  
Nikki Woods  
Freida Yakubov  
Jeffrey Yazwa  
Marc Younger  
Michael Yoxtheimer

Babak Zadeh  
Kent Zadko  
Bianca Zaragoza  
Jamie Zeigler  
Jinzhou Zhao  
Charles Zwicker



it's island time.

### Puerto Rico Bound!

We want to congratulate the qualifiers for the 2008 Convention. Your hard work this past year has been greatly appreciated and valued, and you deserve to be recognized for your achievement. Have a fantastic time in Puerto Rico!

# Summit

The Summit was phenomenal with discussions about centralization and sharing of so much information. It will no doubt go in the history books as a turning point for the Company.



I am very excited about this centralized PR, especially after hearing all the details at the Summit. It will be a very exciting year for us, and I can't wait to see what great things unfold in the next 2 years.

I could go on and on, but I am sure that everyone has many things to do. I hope that you have recovered from the Summit, and I look forward to seeing all the exciting changes unfold. Thanks for a great Summit and see you all again next year.

**Nadine Boudreault**  
Home Office Canada (SK)

My compliments on the Summit; it was outstanding! I can't imagine how Kathy is going to top it next year. It was uplifting and very informative. Congratulations to your team.

**William Bell**  
The Josh Chalom Agency

Great job, just a great job, on that PR Summit! Not only did I meet some awesome new people, but I came away re-energized and committed to following an AIL Olympic dream.

Thanks so much for your very valuable Summit.

**CJ Briggie**  
Home Office LA

After some serious tugs on my heart strings (thanks Roger!), a lot of laughter (thanks Scott!), and a strong foundation (a gift from B himself), I remembered why I love this company. Good, honest family values! With the support and resources to pursue passion and social consciousness. Thank you all for a great summit and a once in a lifetime opportunity!

**Carrie Ho**  
Home Office US (MT)

The PR Summit was the best yet, and it has definitely reinforced my commitment and enthusiasm for what I do. It's a wonderful feeling to have such support from everyone in the field but also at the Home Office. 2008 will be the best year ever for PR, I'm sure of it. I'm looking forward to it being my best year for sure.

**Fran Christie**  
Home Office CD (BC)

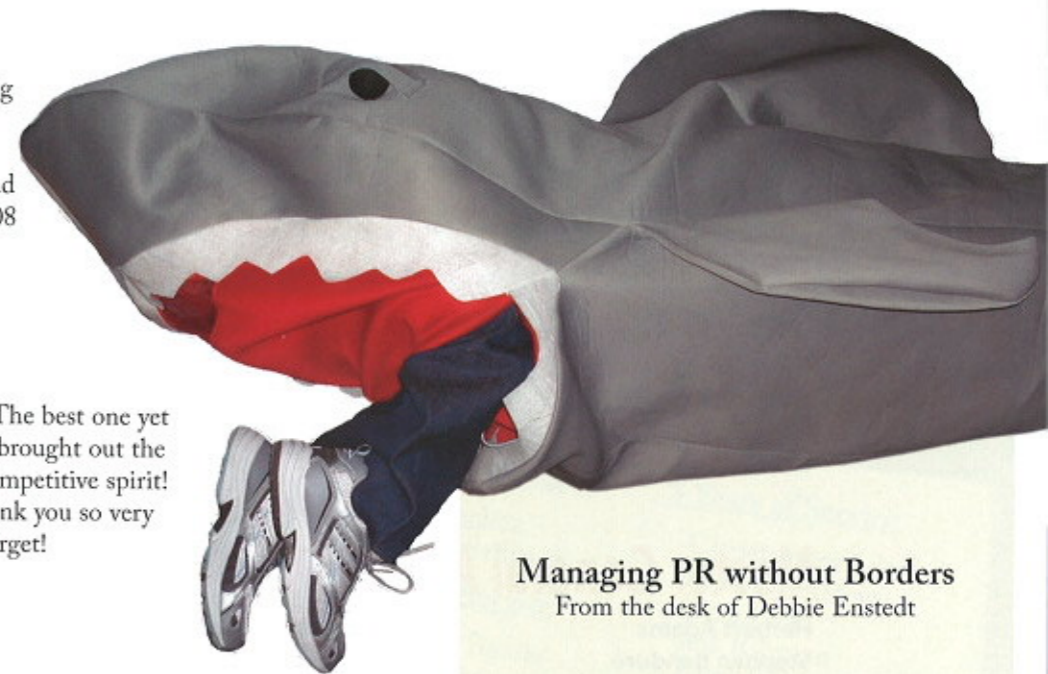


I truly feel that if anyone left Dallas without being motivated and thrilled to be a part of our family, then they probably do not have the passion in their heart to do PR for our company! I am proud to be a vital part of the team as we move into 2008 - GREAT JOB!

**Patti Morgan**  
Home Office KS, GA & St. Louis

What a wonderful PR Summit it was this year! The best one yet I think for sure! You made it so very special and brought out the heart and soul in all of us. Also may I add the competitive spirit! We are all a team, and I sure felt it this year. Thank you so very much for a wonderful summit, one I will never forget!

**Jenny Williams**  
Home Office US (WA)



## Managing PR without Borders

From the desk of Debbie Enstedt

The Vision of Centralized PR was embraced at the PR Summit; the passion was contagious as everyone realized, both individually and collectively, that PR without Borders is transforming Public Relations in very positive ways.

Our perceptions have been changed and we are changing as we embrace our new reality. We are excited about the power of the whole and what part we each play in it.

At the Summit I asked you to step up into the next opportunity in your PR Career and to hold that vision and let your passion take you where you want to go. Is your energy ablaze? Are you ready to take the next step?

My energy is definitely ablaze and I am ready to start putting together the Management Team required to take us to 250 PR Representatives by the end of 2008. I want to hear from you if you're interested.

If you want to be considered for management opportunities, please send me your resume via email to [denstedt@ailife.com](mailto:denstedt@ailife.com).

*Citius, altius, fortius...*  
Swifter, higher, stronger.





# Promotions

## Movin' On Up!

### Regional General Agent

Elaina Bosco  
Raphael Bouchereau  
Tod Brown

Samuel Cohen  
Jennifer Wehrle

### Master General Agent

Herbert Adams  
Stephen Bendure  
Karuna Bhatia  
Donny Bowen  
Michael Boyer  
Jaime Cervera

Jessica Chancey-Higginbotham  
Vanessa Garcia  
Aaron Gebke  
Justin Germany  
Stephen Hill  
Jerren Hughes

Christopher Jordan  
Bradley Kampmeier  
Garret Kun  
Lorenzo Lameko  
Matthew Lukesh  
Erin Moyer

Louis Paganucci  
Rajiv Pankhania  
Andrew Streiff  
Jeffery Thiel  
Federico Watkins

### General Agent

Kirk Alexander

Roghie Hassanloo

Rencel Jones

Ryan Vopat

Kedric Davis  
Miranda Dellinger  
Brian Fernandez  
Melissa Hale

Margarita Kagan  
Daniel Kelly  
Shelly Owen  
James Charron

Matthew Dean  
Sanya Hudson  
Michael Marion  
Lamar Oliver

Richard Sprigg  
Timothy Velky

### Supervising Agent

Daniel Davidson  
Leonard Harris

Zeve Katz  
Derrick Mason

Aseneth Meza  
Daniel Valenzuela

Lauren Andrews  
Maritza Argueta  
John Atsyor  
David Baker  
Kimberly Beggs  
Koy Billings  
Michael Black  
Prashant Borda  
Karen Brown  
William Collins  
Cara DeFiore  
Kevin Desatnik  
Andrew Driscoll  
Mickey Flinn  
John Gawinski

Aaron Gilbert  
Arlene Grosso  
Amanda Guthery  
Floyd Hodoh  
Kevin Ishikane  
Stephen Jubrey  
Donnell Lee  
Mele Mailangi  
Richard Manua  
Jerry Marion  
Wade Massey  
Godlove Mbah  
David Mellies  
Charles Mickens  
Tamara Montgomery

Lucia Ortega  
Aisake Otukolo  
Stephen Patterson  
Ashley Preciado  
Willison Price  
Krishnamurthy Ramakrishna  
Richard Ratterree  
Ivan Rodriguez  
Kurtis Ross  
Nelson Scott  
Karen Sessing  
Scott Smaltz  
Kerrie Smith  
Milton Smith  
Taneshia Solomon

Brian Sundberg  
Dywon Terry  
Lan Tran  
Jules VanSchelt  
Kate Verhelst  
Shawn Walker  
William Walter  
Zachary Wesseling  
Tony Whitcomb  
James Whitesell  
James Williams  
Faafili Wilson

# Happy Anniversary

#### 24 Years of Service

Robert Seeber

#### 18 Years of Service

Kathleen Unitas

#### 16 Years of Service

Charles Hill

#### 14 Years of Service

Timothy Gray  
Melinda-Rae Lyse

#### 10 Years of Service

Andre Abramovich  
Manon Brulotte

#### 8 Years of Service

Jose Sanchez  
Barbara Stillwell

#### 6 Years of Service

Michelle Baxter  
Patrick Duray  
Shannon Walker

#### 5 Years of Service

Christopher Clark  
Desi Dimitrova  
Byron Paz  
Jeff Ribman  
Patrick Stenglein

#### 4 Years of Service

Brenda Hadayia  
Robert Harris  
Leon Thompson  
Glenn VanDeSande

#### 3 Years of Service

Lennis Hayes  
Thomas Reagan  
Ronald Rivera  
Matthew Willrodt

#### 2 Years of Service

William Chang  
Rory Crockford  
Timothy Dawe  
Teresa Daye  
Benjamin Eggen  
Katherine Fallon  
Demetrius Harris  
Christopher Jordan  
Matthew Laughter

#### 2 Years of Service (cont.)

Rea Lawrence  
Ewa Marinaccio  
Madge Moodietitre  
Timothy Nolan  
Tetyana Samoylenko  
Robert Shafer  
Grant Sharp  
Anderson Sooknanan

Daniel Strader  
Ricardo Subero  
Bradley Weigand  
Lanlan Wen  
Mathew White

#### 1 Year of Service

Nancy Adkins  
James Allen  
Stacie Amerson  
Donny Bowen  
Damien Brodie  
Carl Brown  
Gregory Brown  
Oscar Chavez  
Kevin Coleman

Robert Combe  
Nathan Cook  
Darcie Crotteau  
Travis Eick  
Brian Fernandez  
Sammy Fields  
Kenneth Greer  
Chris Kim  
Kasali Kotun  
Araceli Laguna  
Megan Lambert

#### 1 Year of Service (cont.)

John Lucio  
Matthew Lukesh  
Ghina Malaney  
Joseph Massaro  
Dale Meyer  
Stephanie Miller  
Antonio Monica  
David Montgomery

Andrew Ouellette  
John Paul  
Anthony Prasad  
Fred Primm  
Duane Robertson  
Steven Rogers  
Tiffany Roland  
Caroline Schurter  
Adam Shusheski  
Alan Weissen  
Derek Wiens

52.5% 55% 57.5% 60%

# BONUS

## Retention Bonus\*

QUALIFIER	SGA	AMOUNT
Steven Stensrud	Altig-Orlovic	\$7,973.14
Freida Yakubov	Tom Williams	5,733.02
David Farraway	Altig-Orlovic	4,289.83
Michael Mandella	Altig-Orlovic	4,148.34
Max Quasem	Cohen-Cohen	3,978.28
Benjamin Eggen	Altig-Orlovic	3,776.76
Lily Tchen	Cohen-Cohen	3,771.16
Todd Engelson	Alt.-Orl.-Ven.	3,700.60
Anthony Mutter	Altig-Orlovic	3,630.43
Herivelto Pereira	Jatoft-Foti	3,582.29

**TOTAL RETENTION BONUS PAID: \$243,590.26**

**139 Producers Qualified**

## MGA Bonus\*

QUALIFIER	SGA	AMOUNT
Diane Carrion	Eric Giglione	\$1,347.40
Jim Bianchi	Durhon Oldham	1,249.14
Samuel Cohen	Fred Hadaya	796.32
Elaina Bosco	Tom Williams	776.86
Christopher Stephens	Jatoft-Foti	751.76
Richard Barbour	Steve Greer	745.96
David Wang	Bob Olson	720.17
Michael Zorn	Alt.-Orl.-Ven.	550.13
Curt Snow	Jatoft-Foti	537.34
LaTonya Tucker	Bob Olson	518.41

**TOTAL MGA BONUS PAID: \$14,696.31**

**34 Managers Qualified**

## Reinstatement Bonus\*

QUALIFIER	SGA	AMOUNT
Sami Mogannam	Jatoft-Foti	\$2,795.83
Olaf Johnson	Scott Keeney	1,294.23
Matt Pflueger	Altig-Orlovic	978.81
Carlo Bonifazi	Robert Olson	876.99
Balvino Cardoza	Cohen-Cohen	841.83
Earle Harris	Tom Williams	773.58
Daniel Potilechio	Bob Olson	740.43
Robert Lemmond	James Logan	708.42
Julie Wells	Chris Hernandez	677.92
John Bulecza	Matt Henderson	637.68

**TOTAL REINSTATEMENT BONUS PAID: \$26,200.94**

**96 Producers Qualified**

## PR Bonus\*

QUALIFIER	SGA	AMOUNT
Viki Farr	Paul Rumbuc	\$3,575.00
Lori Vaughn	HO OR	2,287.20
Erica Dalager	HO MN	2,103.00
Robin Andrade	HO MA	2,091.00
Carmella Stroud	Donald Orban	1,640.00
Rona Spano	HO Chicago	1,486.59
JT Tasker	Durhon Oldham	1,454.50
Lisa Freedman	Adam Kiss	1,429.50
Brenda DiSomma	HO NJ	1,358.50
Brett Hulme	HO GA	1,195.00

**TOTAL PR BONUS PAID: \$35,213.31**

**104 PR Reps Qualified**

## BR Bonus\*

QUALIFIER	SGA	AMOUNT
Lorenzo Lameko	Steve Friedlander	\$16,809.38
Harjeet Rana	Imran Satti	10,723.20
Sabrina Lloyd	Barry Dillah	8,671.93
Maxine Moody	David Zophin	8,600.78
Zachary Hart	Mat Hart	8,249.65
Timothy Clark	Surace-Smith	8,240.65
Brett Gryska	Durhon Oldham	8,236.14
Cheryl Foti	Jatoft-Foti	8,070.76
Edward Hanna	Tom Williams	6,802.73
David Melcher	John Akers	6,069.40

**TOTAL BR BONUS PAID: \$403,212.39**

**429 Managers Qualified**

## New Agent Bonus\*

QUALIFIER	SGA	AMOUNT
Kent Zadko	Altig-Orlovic	\$4,169.55
Benjamin Shearer	Imran Satti	3,506.36
Roghie Hassanloo	Josh Chalom	3,299.05
Jorell Washington	Robert Harris	3,163.00
Jamison Weatherspoon	Surace-Smith	3,016.45
Zhenjiang Lu	Imran Satti	2,904.39
Sita Pereira	Steve Friedlander	2,865.32
Joshua Stankovich	Surace-Smith	2,767.27
Luis Besteiro	Tom Williams	2,588.62
Tami Dixon	Matt Henderson	2,445.07

**TOTAL NEW AGENT BONUS PAID: \$487,914.45**

**1,072 Producers Qualified**

## PERSPECTIVE



**SCOTT SMITH**

EXECUTIVE VICE PRESIDENT  
& CHIEF MARKETING OFFICER

## THE TOP OF THE MOUNTAIN

Have you ever been to the top of a mountain?

I ask because in this issue of the Spotlight, we announce the top performers of 2007 — the producers and the leaders who will be recognized at convention in Puerto Rico in a few months. These people sit at the top of the mountain.

What is this metaphorical mountain? What's at the top, and how does one get to the top of a mountain? First of all, a mountain is a spot where your effort has resulted in either professional recognition or personal gratification. Most people think the mountain is somebody else's mountain — one that many people also had the opportunity to climb. That's true for people like Jose Lopes, Jeff Ribman, and Malka Arony. You can see in this issue that they were the fastest and best climbers up the AIL Mountain in 2007 — the professional recognition mountain. I look forward to seeing the joy in their faces when Roger Smith announces their names at Convention, and they march up on stage to be applauded by their peers. What a wonderful moment for all to enjoy!

I reached the top of the professional recognition mountain a few times. I coached a high school boys' basketball team to an undefeated season, a number one ranking, and a New York State Championship. As an SGA, my agency once wrote \$7M Net ALP! Let me tell you, those were some fun mountains. Having been given the privilege of providing leadership to our sales force is a mountain top I give thanks for being on every day.

Let me tell you about another kind of mountain, and that's the personal gratification mountain. This is your mountain. You determine its height, and

you determine the rate at which you climb. It does not need to be associated with your professional endeavors either. The tallest personal gratification mountain I ever climbed is the one on which I sit every time I look at my family photograph, feeling blessed at having my best friend as my wife and a group of fantastic children.

When you have a sales force of nearly three thousand, obviously everyone can't get to the top of the recognition mountain. But there is hardly a reason why the majority can't climb the gratification mountain.

Do you have a personal gratification mountain to climb in 2008? How about in March, this week, or even just today? Envision that mountain and set the criteria. Climb and then climb some more. Get to the top and feel good about yourself.

Then, make tomorrow's mountain just a little bit taller.



*The only things better than*  
**Backstage passes**  
*are* **Onstage passes.**

SEE YOU ON THE RED CARPET



2009 Convention: May 14-17, 2009  
Stay at the Beverly Hilton, home of the Golden Globe Awards

For complete Convention Qualifications, go to:  
[www.allife.com/agency/spotlight/maingtl.htm](http://www.allife.com/agency/spotlight/maingtl.htm)

the  
BEVERLY HILTON



American Income Life & National Income Life

## New Agent Bonus

# Total \$487,914.45

QUALIFIER	BONUS*
Roghie Hassanloo	\$3,661.38
I-Perfection Harris	3,243.01
Maifea Fetu	3,030.53
Jamison Weatherspoon	2,971.54
Maritza Argueta	2,617.26
Shaelagh Legus	2,423.36
Charles Zwicker	2,250.68
Lee Jeffers	2,225.07
Pat Madsen	2,113.01
Kent Zadko	2,052.76
Darron Hacker	2,033.16
Natalie Lloyd	2,024.17
Katherine Wright	1,991.79
Hsing Hsu	1,927.97
Brent Leathers	1,896.39
Sosaia Havili	1,889.14
Mario Chavez	1,838.89
Tami Dixon	1,809.78
Ala Awad	1,805.71
Haoyu Xu	1,696.76
Damien Cameron	1,674.19
Aaron Schroeder	1,638.44
Brendan Boyle	1,624.61
Babak Zadeh	1,620.59
Ulufafo Tauai	1,598.97
Arlene Grosso	1,598.42
William Edwards	1,587.26
Lute Havili	1,571.91
Naketoa Talagi	1,546.84
Mickey Flinn	1,535.22
Alicia Pineau	1,531.99
Stefanie Cao	1,522.47
Daniel Walton	1,511.32
Brock Graff	1,504.12
Timothy Palmer	1,502.44
Clifford Mekelburg	1,500.34
Shawn James	1,496.76
Lisa Carman	1,491.08
Robert Vincent	1,488.96
Michael Thomas	1,460.81
William Walter	1,455.13
Marshan Johnson	1,453.09
Collin Germann	1,438.95
Peter Raymond	1,435.50
Virginia Sibley	1,423.24
Timothy Matteson	1,414.71
Cassandra Gordon	1,412.36
Tevita Lisiate	1,383.90
Michael Yoxtheimer	1,378.18
Gail Arundale	1,377.61
Kyle Crawshaw	1,364.58
Amy Shui	1,363.77
Scott English	1,355.77
Erik Costello	1,353.19
Jason Beyer	1,345.49
Ane Taateo	1,345.25
Martin McCarthy	1,344.44
Marvin Schoenherr	1,333.58
Jason Ocean	1,326.45
Amy Buskas	1,324.95
Danielle Jankowski	1,324.45
James Whitesell	1,323.82
Brian Mansell	1,321.87
Nathaniel Gagum	1,320.30
Antonio Monica	1,316.34
Stephen Jubrey	1,311.75
Matthew Krapfl	1,310.93
Elizabeth Cox	1,310.41
Alexey Kalinin	1,300.28
Terrence Wicks	1,297.58
Catherine Minor	1,291.16
Andrea Sayson	1,278.92

QUALIFIER	BONUS*
Mark Poirier	\$1,265.28
Johnathon Bunch	1,252.61
David Popowitz	1,245.62
Richard Pasternack	1,243.67
Brian Courtney	1,241.04
Heidi DeMont	1,237.86
Trimonte Rolle	1,237.01
Erin O'Rourke	1,215.24
Ramin Maghsoud	1,203.55
Teuia Nauma	1,201.49
Nicole Shelton	1,184.80
Matthew Lukesh	1,175.82
Robert Slocum	1,173.43
Charles Hutchins	1,165.49
Angela Chambers	1,163.99
Dmitriy Kagan	1,157.92
Ivan Rodriguez	1,156.06
Ryan McIntosh	1,149.09
Karen Sessing	1,148.33
Thomas Drummey	1,142.03
Donald Johnson	1,141.95
Lauren Andrews	1,139.93
Carter Williams	1,139.64
Gary Van Ert	1,122.95
Jeffrey Falardeau	1,120.94
Kasali Kotun	1,120.17
Kaysha Riley	1,119.12
Kerri Whalen	1,118.51
Sita Pereira	1,114.37
Vance Bosch	1,113.77
Robert Drake	1,111.11
Victor Rodos	1,106.09
Denise Shaw	1,103.12
Jules Van Schelt	1,096.67
Aisha Baxter	1,095.22
Laurie Quinn	1,091.18
Ronald Guevara	1,089.16
Edward Harris	1,084.78
Michael Rice	1,083.25
Theresa Kriel	1,083.08
Tyler Lemon	1,081.81
Stacy Taylor	1,079.53
Yvonne Brown	1,079.07
John Manarte	1,074.68
Jennifer Doyle	1,062.11
Christina Campos	1,059.02
Melissa Schroeder	1,053.77
Jermaine Johnson	1,047.55
Brian Sundberg	1,038.58
Katie Chase	1,032.11
Sabrina Salewski	1,028.99
Christian Chenier	1,014.41
Maria Greene	1,010.41
Sarai Castanon	1,003.02
Fialelei Naititi	1,001.07
Kacie Fleming	995.96
Melissa McCall	995.66
Jacqueline Austin	995.10
Damien Cannaday	992.69
David Aronovich	989.41
Filipo Havili	988.17
Joshua Stankovich	987.57
Daniel Scoggins	986.69
Sonia Marin	980.86
James Kelly	972.87
Timothy McCready	965.35
Timothy Watson	964.74
Brandon Kissinger	963.39
Kristin Henry	963.13
Bill Duncan	961.93
Danielle Mitwasi	958.92
Telly Wilson	958.81

QUALIFIER	BONUS*
Darryl Jones	\$958.05
Michael Black	956.75
Adam Ellis	951.26
Peggy Zanowick	950.23
Edward Rangel	947.15
Ivoni Amato	945.71
Timothy Velky	941.51
Frederick Greene	937.22
Donnell Lee	937.14
Leonard Harris	935.91
Ashley Whitehouse	935.24
Duane Robertson	928.65
John Velisek	925.03
Guerriero Fabiani	923.96
Kirk Alexander	923.23
Michael Weeder	915.88
John Harrison	914.21
Troy Burgin	912.67
Sheila Albitre	910.44
Dick Nakatani	906.50
John Serrano	903.90
Aaron Gebke	899.40
Jeremy Gray	897.98
Edward Bernard	894.30
Norman Hightower	893.44
Brian Resnik	892.99
Lola Tatum	888.58
Kurtis Ross	882.37
Melne Lewis	879.99
Dart Brown	878.07
Adam Shusheski	876.51
Amber McGowan	875.80
Taneshia Solomon	874.44
Sharon Joseph	873.39
Christopher Feiner	869.02
Shawn Walker	865.62
David Saez	861.88
James May	861.14
Christina Lanzer	859.49
Daniel Machowski	853.98
Daniel Valenzuela	852.43
Steven D'Andrea	852.20
Benjamin Papp	851.78
Chad Derrick	850.60
Anthony Paradiso	850.28
Sheryl Patterson	849.32
Andrew Brinkmeyer	843.28
Eric Zweifel	842.68
Athar Sheikh	838.07
John Michel	835.05
Michael Rome	833.74
Daniel Burnell	833.21
Ofa Hausia	831.72
Andrew Petersen	829.61
Salvatore Gallo	825.78
Kevin Ishikane	823.21
Jeremy Engrav	822.68
Francisco Bello Leon	821.74
Blossom Fedoruk	821.14
Alba Wandurraga	819.23
Marvin Covington	816.16
John Gawinski	815.80
Marisa Willgruber	815.03
Clayton Burkhart	814.21
Keith Drakeford	810.13
Reynaldo Singson	809.84
Tahina Richards	808.88
Dwight Carr	805.59
Marlon Edwards	799.70
David Zeglinski	798.87
John Slapnick	797.08
James Brothers	796.97

## New Agent Bonus

QUALIFIER	BONUS*
Jackie Alston	\$796.11
Shane Wallman	793.03
Raymond Appleberry	790.08
Mark Atkinson	786.38
David Engelson	785.75
Elizabeth Cazares	779.81
Carmen Johnston	775.63
Anca Susan	775.05
Andries Visagie	770.68
Thurmond Rogers	767.59
Ian Aiken	767.45
Brittany Smart	763.36
Brian Wolchok	757.26
John Helmuth	751.92
Maryna Danielian	748.63
Rasha Worthington-White	747.54
Jose Cruz	746.49
Jermaine Gunter	744.54
Brian Tittermary	739.86
Detreia Glover	739.55
Curtis Hostman	737.10
Joseph Costantini	736.65
Norma Alvarez-Phelps	736.39
Richard Manua	733.72
Tracey Dugan	733.10
Mele Mailangi	732.81
Juan Cardona	731.22
Keith Smith	731.09
Alfonso Garcia	730.99
Erica Cassavaugh	720.06
Charles McMain	717.25
Brian Stevenson	717.09
Kodi Palmer	716.45
Henry Getty	712.58
James Keenan	710.65
Marlin McKinney	709.28
Brett McCoy	707.06
Amanda Luchtenburg	706.94
Dennis Samuels	703.46
Jefferson Ardila	699.59
Gregory Bogosian	699.28
Robert Granzow	699.27
Shaun Sideris	697.97
Dan Colton	696.97
Jason Hollingsworth	696.80
Hsiaohsuan Li	696.11
Dichita Warren	691.75
Mack Metulli Gray	691.53
Jerry Kust	689.69
Donald Cord	688.48
David Carr	686.72
Jun Ma	684.03
Daniel Griffin	683.76
Jeremy Rogers	674.91
Eric Allison	673.56
Gina Congi	671.93
Devin Zellars	670.08
Jocelyn Dirgo	667.70
Angelica Gallardo	664.49
Milton Smith	661.81
Jaclyn Sage	661.45
John Hollins	660.68
Jimmy Tchen	656.89
Darryl Washington	656.41
James McLagan	651.99
Jonathan Davila	651.54
Cole Stukenholtz	649.80
Albert Kunsman	648.06
Mariana Time	647.20
Mark Budey	647.05
Jamie Zeigler	646.53
Zachary Wesseling	646.19
Todd Mileti	645.33
Zdravko Stoyanov	644.82
John Van Buren	642.13
Malia Li	640.35
Lamar Oliver	638.37
John Fargot	627.30

QUALIFIER	BONUS*
Michael Lockhart	\$626.64
Blake Higuchi	622.41
Zenobia Stanton	621.05
Jarrod Turner	618.73
Rondi Cook	618.21
Sharnitha King	616.49
Kevin Yakowich	614.70
Darcie Crotteau	614.43
Kevin Holtz	612.04
Daniel Dummer	610.54
Justin Wilson	610.24
Jake Sheridan	608.68
Brandon Belisle-LaMoureux	608.34
Adam Schacter	608.29
Jason Marlow	606.58
Michael Riebel	606.23
Daniel Jones	605.14
Tomynda Liddell	604.35
Leslie Willmon	603.87
Maria Thlang	603.15
Jennifer Mitchell	603.15
Amanda Guthery	601.44
Allen Kirk	599.00
Kesaia Savini	598.61
Darrell Simpkins	595.80
Dale Meyer	595.45
Nedelka McLean	595.11
Christa Sullivan	595.04
Loralee Vasquez	594.20
Howard Anderson	590.29
Eileen Moss	589.97
Mary Chastity Daquigan	589.77
Sydneshia Pennie	588.43
Talonda Davis	585.09
Andrew Whitley	582.73
Dustin Klingebiel	580.48
Nellie Whittaker	580.21
Aseneth Meza	579.61
Brandin Foes	576.17
Richard Ratterree	574.40
Sylvia Martinez	573.13
Ngatokorua Alofa	572.06
James Green	571.38
Andrew Streiff	569.52
Godlove Mbah	567.95
Alberto Alcala	562.87
Nicholas Dwyer	562.53
Marchon Tatmon	561.55
Lance Martin	560.43
David Mellies	558.52
William Collins	558.33
Kristen Jackson	556.95
Josiah Burton	552.49
Paula Prose	550.65
David Da Rosa	547.43
Shameeka Pearson	544.95
Christopher Brooks	541.41
Ryan Whorley	538.44
Kami DeRosier	537.38
Craig Beck	537.07
Sabrina Chandler	536.54
Matthew Smith	536.15
Molly Bach	535.54
Robert Hearn	533.04
Candace Emmerson	532.16
Amanda Niss	530.03
Dorothy Henkel	521.54
Mark Beckford	520.32
Tanis Moulden	518.25
Debra Bell	517.83
Frank Lewis	514.17
Aeriol Fitzgerald	513.66
Robert Decker	510.02
Kenneth Greer	506.68
Tyler Reed	505.90
Mikko Paavola	505.48
Jeffrey Cuddeback	503.49
Christina Lenoir	502.12

QUALIFIER	BONUS*
Clifton Horton	\$500.55
John Glennon	500.36
Shaun McDonald	499.47
Flavia Brakling	497.62
Michael Camara	497.07
Kimberly Beggs	496.79
Ryan O'Donnell	493.20
Brendan Sheehan	492.24
Krishnamurthy Ramakrishna	492.01
Jennifer Armijo	490.97
Teamohaere Meroiti	490.64
Lawrence Wolff	489.92
John Olson	487.50
Brett Burlingame	486.77
Stephane Piche	485.69
Christopher Adams	484.75
Bridget Wilson	483.61
Manuel Karasimonyan	482.08
Oleksiy Kuznetsov	481.36
Cherry Clarke	480.65
Jeffrey Dugan	479.57
Moussa Cissoko	478.26
Andrew McParlan	474.43
Brian Carradus	473.14
Marcella Medeiros	470.48
Craig Adams	469.89
John Szoka	463.02
Gregory Myers	462.22
Anthony Theriault	461.61
Douglas Nowlin	460.40
Violetta Sochka	459.95
Tiffany McCray	457.81
Robert Willis	455.57
Leigh Mackay	453.16
Debbie Romero	452.04
Timothy Gray	448.92
Dana Beveridge	447.27
Jesse Hinkley	439.68
Wilfredo Figueroa	439.01
Omar Syed	436.46
Ryan Greene	435.33
Richard Sprigg	434.79
Marsha Wignall	433.77
Ashley Preciado	433.75
Adrienne Terry	432.68
Sheila Arnold	430.76
William Buckenmeyer	430.65
Scott Smaltz	430.62
Kelly Irwin	430.26
Daniel Eggers	423.79
Stacie Jones	423.03
Sharonda Moses	421.80
Brian Balch	421.06
David Clarke	417.34
Tiffany Mambery	415.33
Castiria Infante	413.03
Brent Morrissey	412.91
Sundee Grewal	412.03
Angela Miller	411.97
Andrew Kutcher	411.46
Zeve Katz	410.12
Alfredo Ramirez	409.27
Emelda Rosales	407.45
Sanya Hudson	406.96
Kyle Reed	406.66
Kate VerHelst	406.42
Kristin Garramone-Hager	405.91
Afioga Vailea Saulala	405.51
Carla Mejia	403.47
Tracy Holden	400.88
Meuy Saelee	400.18
Lee van Delft	399.32
Kathrynne Behm	395.55
David Hollis	394.12
Matthew Glisson	393.87
Kathryn Dickens	387.72
David Walton	385.48
James Hobgood	384.28

## New Agent Bonus

QUALIFIER	BONUS*
Michael Ellis	\$383.83
Autumn Hickey	383.32
Gevorg Yanukyan	383.02
Edward Shannon	382.40
Tin Nguyen	382.02
Samuel Styve	381.85
Frank Rojas	381.75
Michael Romeo	381.28
John Tate	380.89
Norma Jones	380.67
Karen Glastetter	379.71
Jonathan Butler	378.35
Sarah Malekyar	377.72
Marcus Stengel	377.40
Charlotte Slater	377.15
Crystal Bobay	376.38
Andrew Driscoll	375.36
Sarah Frost	375.22
Marcus Herald	375.01
Scott Coutcher	374.55
Sara Wilson	372.76
Harpreet Bassi	372.05
Kyle Marano	369.66
Adam Dziak	369.53
Lura Diaz	366.61
Julia Beatty	365.29
Daniel Watson	364.41
Andrew Massey	364.20
Christopher Halloran	362.52
Julie Hallgren	361.72
Linette Solano	361.47
Angela Coleman	360.80
Joshua Berns	360.36
Fotofili Namoa	358.82
Michael Jones	355.76
Misty Borman	355.18
Stanley Blind	353.96
Andromeda McClenahan	353.68
Chuck Tan	352.87
Lanajo Wagnon	351.17
Andrew Reynard	350.19
Joseph Seeker	349.72
Christopher Hittner	349.67
Jessica Mejza	348.53
Kevin Smith	348.27
Charles Mickens	347.62
Joan Giron	347.00
Matthew Dolimpio	345.44
Jason Bianco	344.82
Frank Mangus	341.06
Herbert White	338.10
Nicholas Lorence	337.43
Benton Tong	337.24
Lolohea Fiefa	336.70
Larry Pereiro	335.95
Felix Berger	335.36
Shashank Hedao	335.14
Andrea Turnage	334.75
Anais Fernandez	331.34
Beverly Brooks	330.57
Matt Wyss	330.54
Jang Kim	330.06
Michael Antognoli	328.96
Vanz Council	328.74
Shafiq Afzal	327.63
Wei Chen	327.41
Keith Green	322.38
Troy Taylor	321.62
Curtis Craft	321.26
Maria Puru	320.63
Lorie Keller	319.60
Villsoni Mafileo	315.97
Daniel Storm	314.62
Kari Vanat	313.24
Debbie Bishop	312.97

QUALIFIER	BONUS*
Yolanda Pelayo	\$312.69
Frank Kolligian	311.97
Kurt Smith	310.52
Andrew Skarka	310.14
Terry Knudson	309.00
Shelly Vilsaint	308.84
Kenneth Ligon	308.73
Erin Moyer	307.13
Lawrence Willhite	307.06
Daniel Dominguez	306.02
Edward Rivers	305.86
Timothy Keene	305.31
Wade Massey	305.16
Joshua Ardelean	303.77
George Rumble	302.91
Kenneth Dezman	302.47
Vanessa Garcia	302.14
Andrew Pacifico	301.98
Eugene Newsome	301.30
Jonathan Chartrand	300.64
Gemayel Cowser	299.67
Jerry Marion	299.12
Lili Toumolupe	298.17
Lance Hood	296.50
Juliya Purington	296.15
Deana Wilson	293.59
Pariss Reese	293.45
Michael Solomona	289.76
Todd Rothfuss	289.74
Otis Frazier	289.46
Jarred Jones	287.55
Jason Deskin	285.62
Uchenna Asika	284.85
Shawn Yarbrough	281.87
Carolyn Gass	280.82
Ryan LeBaron	280.50
Mary Attie	276.72
Jessica Chancey-Higginbotham	276.38
Sarah Riley	273.23
Alek Auxier	271.03
Nina Edmonds	270.88
Adrian Colin	270.36
Mike Argersinger	270.04
Estela Rincon	269.21
Stacey Woligroski	268.40
Mark Myles	265.35
Gregory McMeckan	263.32
Edward Geiger	263.14
Brenda Combs-Hunke	262.80
Charles Schuetz	261.52
Darryl Anant	259.48
Derek Wiens	259.00
Dewey Lewis	256.32
Jason South	255.64
Linda Sapien	253.77
Micah Jordan	253.55
Bradly Larsen	252.87
Cynthia Romero	252.70
Roshelle Ruffin	252.40
Cassandra Bush	251.52
Alexey Shakirov	251.28
James Jarmon	250.65
William Coleman-Pender	249.36
Eric Hamlar	248.79
Christopher Mackin	248.14
Travis Brown	246.20
Lenard Walker	245.10
Alanna Saddler	244.63
Kevin Richard	243.90
Anthony Pereira	243.61
Kirk Tubbs	242.72
Vera Grant	242.67
Matthew Travers	241.37
Melanie Harvey	240.96
Daniel Kelly	239.41

QUALIFIER	BONUS*
Jessica Kemp	\$238.25
Kimiora Roi	237.88
Brett Bergman	237.68
Keith Kirchner	236.40
Karuna Bhatia	235.84
Quintin McDonald	235.41
Ukaya McGee	235.24
Jeffrey Hagan	235.22
Jose Gonzalez	234.85
Norma Sauls	234.75
Joanne Dragotta	234.48
Thomas Baeurich	234.33
Paul Terpening	233.49
Cara DeFiore	232.63
Lilieta Funaki	231.77
Mary Roadruck	228.99
Carl Headley	228.78
Sei Tarte	228.38
Andre Christie	227.12
Sue Wood	226.15
Brad Kersey	225.64
Matthew Goode	223.71
Nicole Fitts	223.71
James Williams	223.20
Silvia Ortiz	222.34
Randall Dority	222.25
Charles Byrd	221.38
Mark Sowten	221.10
Albert Thompson	220.79
Sandy Shim	220.68
Dan Sveda	220.32
Robert Garcia	219.84
Ronald Cappelli	219.84
Alfredo Salazar	219.33
Teatu Fusi	218.35
Jesse Moreno	217.71
Rodolfo Garcia	217.58
Seth McKelvey	217.27
Michael Pett	215.89
Monica Boulanger	215.87
Chul Kim	214.88
Adam Johnston	214.27
Stacha Straight	213.88
Christina Turner	212.88
Johan Henriksbo	212.76
Milton Garlick	212.48
James Schultheis	212.13
Tanu Duseigneur	210.84
Kevin Brzezinski	210.70
Palolo Pereira	210.69
Bennie Jones	210.58
Kevin Coleman	209.62
Mina Afu	208.69
Norman Shanor	208.25
Armando Arriola	207.45
Valanda McLain	207.29
Arthur Lee	205.91
Amanda Dubose	205.80
John Wagner	205.43
Linda White	205.21
Jesse Sharp	203.50
Cody Christian	202.97
Matthew Dean	202.10
Landon Yamishiro	201.92
Jodi Smith	201.87
Alexander Gray	201.16
Erin Ralph	200.90

\*All qualifiers listed achieved at least \$200 in bonus totals.



## Retention Bonus

# Total

# \$207,425.37

QUALIFIER	BONUS*
Max Quasem	\$5,174.80
Lily Tchen	4,978.07
Freida Yakubov	4,516.56
Jose Lopes	4,405.95
Helen Taylor	3,930.56
Joaquin Santos	3,167.95
Daniel Potilechio	3,135.88
Timothy Cruise	2,911.99
Sean LaCroix	2,854.74
David Thornton	2,834.43
John Cochrane	2,777.03
Scott Hanna	2,772.02
Krista Thieme	2,707.51
Jinzhou Zhao	2,690.88
David Farraway	2,684.91
Greg Stewart	2,676.02
Harpreet Gujral	2,667.43
Alfred Brenner	2,630.97
Nestor Aramayo	2,518.09
Naveen Eapen	2,456.73
Sidney Hodgskiss	2,418.59
Alex Bluhm	2,372.75
Yevgeniy Kashkin	2,294.59
Gregory Hayman	2,266.61
Eric Miller	2,237.11
Herivelto Pereira	2,209.73
Arnold Iacoviello	2,201.47
Ed Olfert	2,197.01
Valerie Capano	2,138.46
Candace Engelson	2,070.84
Kevin Appasamy	2,038.02
Jay Meyer	2,026.24
Joey Kennedy	1,992.21
Kelly McDonald	1,922.47
Bonnie Williams	1,899.72
Paramjit Sangha	1,888.62
Randolph Souliers	1,862.27
Earle Harris	1,842.65
Gabriel Santos	1,835.36
Pamela Ladd	1,834.92
Leon Thompson	1,807.76
David Jackson	1,803.57
Scott Remmey	1,796.68
Dawn McElwain	1,781.71

QUALIFIER	BONUS*
Rudi Camenzind	\$1,755.01
MicKenzie Linse	1,754.00
Anel Fernandez	1,745.82
David Boshard	1,731.78
Jesse Wise	1,728.37
Steven Edgell	1,686.20
Diana McNair	1,667.83
Samantha Chui	1,667.27
Richard Carter	1,650.68
Todd O'Neill	1,647.90
Michael Boyer	1,637.08
Douglas Bauknecht	1,622.10
Karen McQuoid	1,598.03
Bradley Ellison	1,592.44
Katherine Georgiou	1,564.60
Thomas Tulowiecki	1,519.21
Kevin Haines	1,510.04
Diego Arango-Puerta	1,503.60
Andrea Yee	1,503.56
Allison Bankowski	1,495.97
Herbert Adams	1,484.59
Barbara Stillwell	1,448.26
Naera Pomare	1,445.18
Bradley Kampmeier	1,444.09
Tony Motley	1,442.89
Grant Sharp	1,373.20
Larry Bolinske	1,348.78
Ricardo Subero	1,330.86
Paul Smoley	1,322.14
Kenneth Madden	1,309.56
Earnest Loveless	1,294.27
Patrick Parisi	1,274.67
Lovely Johnson	1,253.66
Mark Bleier	1,244.47
Timothy Dawe	1,241.57
John Farley	1,225.71
Michael Snow	1,222.16
Douglas Zigby	1,210.83
Tyler Hunt	1,210.52
Samuel Cohen	1,207.30
Nancy Myers	1,205.63
Bradley Kincaid	1,202.17
Hank Gordon	1,201.03
Tasha Tucker	1,161.65

QUALIFIER	BONUS*
Sharon Nigota	\$1,159.15
Clayton Menezes	1,141.04
Samson Adelufosi	1,065.62
Nikki Woods	1,027.92
Robert Shafer	996.82
Benjamin Eggen	963.78
Robert Ulreich	940.32
David Williams	935.28
Joanne Marks	925.15
Natalie Linker	910.18
Lacey Stoor	903.36
Chad Neff	902.29
David Romfoe	880.62
William Gordon	868.47
Lorena Barriere	868.20
Desi Dimitrova	842.36
Anita Facundo	836.91
Christy Starr	821.88
Sara Welch	773.01
Raymond Risucci	771.47
Al-Karim Walji	761.58
Beth Snow	759.82
Lee Croft	759.57
Patricia Longenecker	742.48
Sami Mogannam	725.41
Donald Wold	642.82
Marc Younger	623.29
Erickson Bencosme	620.63
Rickie Sasser	614.94
Carole Rossman	605.35
Matthew Kernan	597.75
Richard Davis	586.07
Andrea Barenholtz	513.78
Bedis Kilani	502.14
Jared Mlinarich	481.83
Sabrina Lloyd	479.91
Ewa Marinaccio	474.18
Kevin MacKinnon	467.89
Gabriel Feldmann	465.65
Gregory Engrav	457.06

\*All qualifiers listed achieved at least \$200 in bonus totals.



## Reinstatement Bonus

**Total**  
**\$29,319.85**

### February Bonus Qualifiers

Sami Mogannam	\$1,527.05	Benton Tong	\$451.77
Arthur Westergren	1,404.87	Harjeet Rana	440.37
Hank Gordon	1,276.53	Michael Fiorenza	412.14
Jason Beyer	919.59	Jodi MacPherson	403.59
Jose Sanchez	838.32	Alan Rosen	397.65
David Ackerman	770.07	Philip Prata	396.66
Balvino Cardoza	763.08	Robert Webb	383.70
Julie Wells	751.86	Maryna Danielian	372.00
Olaf Johnson	743.50	Terrence Wicks	367.28
Matt Pflueger	712.74	Deborah Anderson	344.01
David Jackson	710.37	Martha Souto	338.01
Carlo Bonifazi	700.49	Stephen Liberto	336.92
James Hurlburt	699.66	Anca Susan	333.23
John Bulecza	678.36	Lawrence Broniszewski	332.43
Yvonne Hernandez	675.88	Allan Gilbert	316.98
Lorena Barriere	603.84	Gloria Sanchez	310.32
Janette Meza	576.42	Greg Stewart	279.51
Al-Karim Walji	553.05	Earnest Loveless	263.04
Timothy Dawe	551.88	Rebecca Fischer	253.92
Jason Young	533.22	Bedis Kilani	235.44
Thomas Stewart	494.25	Rudi Camenzind	233.49
Ronald Friedlander	486.63		
Richard Fisk	482.70		
Lazarus Echeta	456.42		

\*All qualifiers listed achieved at least \$200 in bonus totals.

## BR Bonus

# Total \$371,590.09

### February Bonus Qualifiers

Qualifier	Bonus
Lorenzo Lameko	\$13,718.96
Harjeet Rana	8,860.77
Jim Bianchi	8,789.17
Sabrina Lloyd	8,380.06
Stephen Hill	8,000.17
Brett Gryska	6,284.63
David Guzman	5,535.23
Michael Vasu	5,172.12
Samuel Cohen	5,090.18
Robert Dunn	4,850.67
Cheryl Foti	4,536.68
Steven Engrav	4,264.16
Phillip Prata	4,049.29
Wayne Fader	4,014.69
Jeremy Welch	3,994.01
Desi Dimitrova	3,926.60
Joseph Moore	3,889.93
Bradley Weigand	3,881.62
Brian Allt	3,830.73
LaTonya Tucker	3,820.53
Dorian Oldham	3,522.56
Scott Hanna	3,467.69
Mathew MacCannell	3,190.02
Daniel Phares	3,159.82
David Melcher	3,128.32
Randy Teyssier	3,102.21
Laura Fisher	3,052.07
Alex Grakhov	3,025.86
Maxine Moody	3,011.29
Kenji Leonard	2,983.65
Richard Barbour	2,932.51
Byron Paz	2,918.63
Tracy Haden	2,896.48
Renee Jeffries	2,888.34
Moswen Taylor	2,864.48
Erin Moyer	2,832.47
Ryan Bisanz	2,817.86
Mitchell Duplantis	2,786.26
London Burnett	2,743.25
Mathew Mealey	2,596.60
Alex Gonzales	2,589.85
James Palmes	2,480.49
Patricia Lee	2,415.66
Michael LiBassi	2,389.04

Qualifier	Bonus
Michael Laramie	\$2,328.44
Sebastian Kazek	2,324.47
Emmanuel Villasenor	2,304.18
Diane Carrion	2,281.90
Steven King	2,270.14
Albert Thompson	2,224.49
Zachary Hart	2,125.70
Dennis Titcombe	2,076.05
Levar Morgan	2,050.39
David Hausman	2,004.21
Ronald Rivera	2,001.67
Nicholas Zangardi	1,979.11
Travis Moody	1,973.61
Tiffany Roland	1,926.21
Matthew Melhorn	1,838.54
Alberto Alcala	1,794.02
Gregory Engrav	1,765.32
Perquida Osborne	1,706.95
Brandon Teter	1,663.97
Maijargal Sukhbaatar	1,640.79
Marino Baca	1,631.28
Steven Foti	1,626.80
Jay Meyer	1,610.95
Michael Garrett	1,608.00
Curtis Proebstel	1,568.12
Stephen Bendure	1,455.03
Jason Mayer	1,432.29
Mark Bleier	1,412.00
Yvonne Brown	1,378.00
Peter Lila Lilomaiaava	1,372.96
Lawrence Hauck	1,350.54
Francisco Perez	1,327.56
Steven DiChiaro	1,304.87
David Iriye	1,276.55
Kathryn Chaisson	1,269.28
James Cunningham	1,248.14
Joshua Riehl	1,189.64
Mark McClatchey	1,178.65
Robert Shafer	1,157.39
Michael van Delft	1,135.18
Earle Harris	1,133.66
Erik Graham	1,128.31
George Lahamedjian	1,126.60
Rosalie Zwicker	1,115.67

Qualifier	Bonus
Antoinette Yellock	\$1,114.11
Carmine Cupo	1,087.51
Kevin Desatnik	1,085.60
Tod Brown	1,071.62
Elaina Bosco	1,070.72
Reynaldo Singson	1,061.66
Timothy Clark	1,058.60
Rencel Jones	1,055.74
Jennifer Wehrle	1,053.16
Tyler Faligowski	1,049.89
Edward Rangel	1,016.59
Richard Sprigg	1,011.80
David Montgomery	1,011.71
Rodney Ward	1,011.46
DeMario Cooper	1,002.14
Christopher Stephens	997.34
Tim Schroeder	977.05
Averyll West-Washington	961.45
Todd Engelson	932.81
Christopher Jordan	928.23
Alvin Hagens	921.30
Jason Dickson	919.23
Brett Gryska	907.10
Christopher Williams	901.57
Paul Samra	892.75
Dale Kuntz	892.10
Michael O'Rourke	877.35
Ryan Tucker	860.54
Grant Sharp	852.21
Rufat Djangirov	847.97
William Chang	844.61
Robert Hughes	820.13
Atta Saleh	804.17
Steven Strong	799.22
Dawn McElwain	786.14
Bradly Larsen	783.71
David Thomas	781.02
Pamela Ladd	779.99
Patrick Duray	766.57
Michael McIntosh	754.15
Dustin Raaum	752.07
Mark Corkrean	750.78
Daniel Walton	748.40
Jason Taylor	747.00

# BR Bonus

Qualifier	Bonus
Michael Sheets	\$746.18
Allan Gilbert	743.10
Sidney Hodgskiss	741.59
Kelvin McDiarmid	739.46
Josh Pearson	734.83
Raymond Risucci	718.42
Andrea Barenholtz	700.98
Jarrod Turner	696.91
Lamar Oliver	692.55
Daniel Kelly	690.27
Jason Young	686.35
Robert Kanaan	682.30
Norma Sauls	679.79
Natalie Linker	675.98
Deonica Culberson	667.96
Antonio Monica	662.15
Gillian Watson	644.17
Daniel Orr	642.98
Toby Potter	636.91
Ashley Hendsbee	634.35
Rory Crockford	632.63
Kristin Garramone-Hager	623.01
Aaron Gebke	622.00
Sanya Hudson	621.07
Aisake Otukolo	602.04
Matthew Gonzales	592.60
Derek Wiens	589.29
Robert Hearn	581.57
John Hancock	576.27
Patrick Stenglein	575.99
Jeremy Schultz	572.29
Flavia Brakling	564.05
Joseph Larsen	563.05
Katherine Georgiou	559.81
Rebecca Klebsch	556.63
Jeremy Riehl	551.82
Taneshia Solomon	546.10
Louis Paganucci	545.25
Aaron Burke	535.75
Clifford Mekelburg	534.92
Dewey Lewis	532.22
Gabriel Feldmann	528.22
Robert Hamilton	524.83
Josh Killian	519.27

Qualifier	Bonus
David Solomonov	\$511.43
Mary Attie	510.95
Cindy Craven	505.77
Natalie Soboleva	495.78
Kenneth Greer	490.01
David Garbarskiy	486.82
Claudia Zavala	482.82
Fialelei Naititi	461.77
Anthony Balsano	461.12
Daven Hermosura	458.95
Aubrey Sarreal	457.62
Ryan Vopat	457.44
Jimmy Tchen	452.81
Sara Welch	448.53
John McCreary	432.96
Vanessa Garcia	426.25
Elizabeth Cazares	421.80
Jamison Weatherspoon	421.66
David Wang	421.11
David Kearns	419.07
Henry Getty	418.91
Jason Ocean	414.81
Richard Correa	409.05
Benham Halali	407.84
Nikki Woods	406.04
Herbert Adams	404.96
Sarah Riley	397.94
Travis Brock	395.05
Dichita Warren	392.93
Jackie Alston	391.39
Daniel Davidson	386.72
Stephen Jubrey	386.56
Corey Carbon	375.46
Amanda Tenorio	373.25
Kurtis Ross	372.09
Charles Hutchins	368.59
Geworg Yanukyan	363.56
Andrew Skarka	355.56
Gary Van Ert	353.48
Volodymyr Derevyanyy	352.65
Nicholas Engrav	351.52
Evan Holzhauer	331.55
David Ramirez	327.86
Nelson Scott	327.43

Qualifier	Bonus
Martin McCarthy	\$317.38
Jason Harris	314.64
Brian Fernandez	309.20
Julianna Jones	304.45
Selina Asiata	302.43
Agatha Safford	298.65
Milton Garlick	294.70
Michael Marion	293.99
John Szoka	292.17
Stefan Johannsson	290.93
Joshua Goodman	288.63
Timothy Matteson	286.59
Matthew Davis	285.73
Matt Pflueger	279.17
Tibor Simon	277.52
Alan Silverman	277.37
James Charron	270.04
Amanda Guthery	269.31
Michael Zorn	267.32
Brian Balch	265.95
Bonnie Williams	258.70
Brian Morse	253.66
Rachel Arenas	252.04
Michael Sakiewicz	250.16
Danielle Jankowski	249.95
Brandon Davis	237.58
Richard Davis	235.06
Curt Snow	234.15
Beth Snow	231.99
Harpreet Gujral	229.37
Zeve Katz	228.85
Joanne Marks	228.54
Raphael Bouchereau	228.33
John Atsyor	226.58
Justin Germany	226.25
David Sandoval	225.64
Ronald Friedlander	211.64
Lloyd Sorrell	202.99

\*All qualifiers listed achieved at least \$200 in bonus totals.

**Total**  
**\$15,559.19**

**February Bonus Qualifiers**

David Iriye	\$1,547.79	Michael Vasu	\$337.49
David Guzman	1,459.64	Lawrence Hauck	335.80
Dorian Oldham	1,202.02	Earle Harris	326.56
Steven Engrav	1,125.17	Volodymyr Derevyanyy	309.74
Doreen Ryan-Foti	1,039.13	Harpreet Gujral	278.23
Brett Gryska	674.38	Jason Dickson	273.14
Mathew MacCannell	629.80	Tod Brown	270.65
Alex Gonzales	612.97	LaTonya Tucker	250.73
Elaina Bosco	608.60	Steven King	220.19
David Hausman	590.04		
Jim Bianchi	555.33		
Brett Gryska	529.16		
Cheryl Foti	472.19		
Steven Foti	374.64		
Maijargal Sukhbaatar	362.30		
Laura Fisher	350.83		

\*All qualifiers listed achieved at least \$200 in bonus totals.

## Public Relations Bonus

# Total

# \$42,267.66

Chuck Hill	\$6,943.00
Nadine Boudreault	6,863.13
Rona Spano	3,706.80
Rodney Statham	3,055.00
Al Wall	1,842.92
Brett Hulme	1,385.00
Alina Latinsky	1,381.50
Brenda DiSomma	1,271.75
Elizabeth Farm	1,269.98
Sara Thraillkille	1,191.25
Susan Gilbert	1,091.50
Robin Andrade	1,090.00
Lou Nell Busby	789.00
David Blaisdell	700.50
Lori Vaughn	621.90
James Lee	556.50
Taneilya Whitesell-Collins	405.00
Jenny Williams	385.50
Erica Dalager	355.00
Becky Cutler	352.50
Alexis Mathis	349.50
Randy Stockley	295.50
Casandra Robinson	294.00
Daryl Barnett	263.25
James Tasker	263.00
Manon Brulotte	261.38
Mary Hinterberger	259.75
Laurie Onasch	241.25
Krissa Hensley	212.50
Fran Christie	205.50
Sandra Johnson	202.50

JANUARY  
FEBRUARY  
MARCH  
APRIL  
MAY  
JUNE  
JULY  
AUGUST  
SEPTEMBER  
OCTOBER  
NOVEMBER  
DECEMBER

\*All qualifiers listed achieved at least \$200 in bonus totals.